

Message Text

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PAGE 01 JIDDA 00503 221005Z
ACTION NEA-10

INFO OCT-01 ISO-00 SS-15 NSC-05 CIAE-00 TRSE-00 COME-00
INR-07 EB-08 /046 W
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R 220805Z JAN 77
FM AMEMBASSY JIDDA
TO SECSTATE WASHDC 6942
AMEMBASSY CAIRO

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E.O. 11652: N/A
TAGS: EINV, ETRD, SA, EG
SUBJECT: FORD MOTOR COMPANY REPRESENTATIVES

REF: CAIRO 1082

1. SUMMARY: FORD REPRESENTATIVES WILLIAMS AND FREDERICKS CALLED ON AMBASSADOR TO PROVIDE ACCOUNT OF THEIR DISCUSSIONS IN CAIRO ALONG LINES CITED REFTEL AND TO DISCUSS POSSIBILITY OF FAVORABLE SAUDI ACTION TOWARD LIFTING THE BOYCOTT ON FORD PRODUCTS. END SUMMARY.

2. THEY EMPHASIZED THEIR RELIANCE ON EGYPTIAN WILLINGNESS TO INTERCEDE WITH SAUDIS AND OTHERS IF THEIR PROJECT IN EGYPT IS APPROVED BY GOE. THEY ASKED PARTICULARLY IF FAHMY COULD PLAY A USEFUL ROLE IN APPROACH TO SAG. WE REPLIED THAT SEEMS POSSIBLE THOUGH REPRESENTATIONS FROM SADAT HIMSELF WOULD PROBABLY BE MUCH MORE EFFECTIVE. THEY ALSO REITERATED AS SET FORTH REFTEL THAT THEY NOT INTERESTED IN CAIRO PROJECT UNLESS IT RESULTS IN GENERAL REGIONAL EASING OF BOYCOTT AGAINST FORD.

3. WILLIAMS AND FREDERICKS ALSO INQUIRED CONCERNING RELATIVE IMPORTANCE IN SCHEME OF THING HERE OF THEIR PRESENT ASSOCIATE (ALIREZA) AS COMPARED TO THREE OTHER POTENTIAL ASSOCIATES IN VENTURES THEY MIGHT DEVELOP IF SAUDIS MAKE THAT POSSIBLE. THEIR
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PAGE 02 JIDDA 00503 221005Z

PROBLEM IS WELL KNOWN TO DEPARTMENT. ALIREZA FAMILY IS FINANCIAL OCTOPUS WHICH DISPLAYS POSSESSIVE FEELING TOWARD FORD AND EXPECTS TO BE ACROSS-THE-BOARD ASSOCIATE FOR WHATEVER MAY DEVELOP. FORD REPS WANT COMPETITIVE SITUATION, NOT ONE CENTERED IN AND SUBORDINATE TO INTERESTS OF ALIREZAS. WE COMMENTED THAT ALIREZAS ARE ABOUT AS EFFECTIVE AS ANYONE ELSE AND IT NOT SURPRISING THAT HEAD OF AMILY (AHMED YOUSEF ALIREZA) RESISTS

STRONGLY IDEA THAT FORD MIGHT EVENTUALLY FARM OUT SOME ACTIVITIES TO NON-FAMILY MEMBERS. FORD REPS WERE MADE AWARE OF NEED TO PROCEED CAREFULLY. WE ADDED THAT EVEN IF EGYPTIAN PROJECT DEVELOPS FAVORABLY IT UNLIKELY TO AFFECT BOYCOTT ALONG DESIRED LINES IN NEAR FUTURE.

4. THEY WERE ALSO INTERESTED IN MEETING BETWEEN HENRY FORD AND CROWN PRINCE FAHD. WE COMMENTED THAT IF FORD EVENTUALLY FINDS ITSELF IN BETTER SITUATION HERE SAG HIGH OFFICIALS LIKELY BECOME ACCESSIBLE.

5. WILLIAMS REVEALED THAT COMPANY HAD RECENTLY RECEIVED REQUEST FROM IRAQ FOR QUOTATION ON LARGE NUMBER OF GERMAN-BUILT VEHICLES. THEY WILL BE SENDING OFFICIALS FROM GERMAN COMPANY TO BAGHDAD SOON TO SURVEY POSSIBILITIES.
PORTER

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Message Attributes

Automatic Decaptioning: X
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Current Classification: UNCLASSIFIED
Concepts: BOYCOTTS
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
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ISecure: 1
Legacy Key: link1977/newtext/t19770127/aaaaaxsc.tel
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Litigation History:
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